



SECTOR: MINING

Background

Leading European crushing and vibrating equipment manufacturer. The client has an experience of over 100 years in providing vibrating screens, feeders, crushers and foundry equipment globally. The client serves important industries like quarrying, mining, recycling, iron, steel and foundry

Client Objective

To analyse and assess the Indian Construction and Mining sector and identify gaps and opportunities to set up manufacturing facility (Greenfield or Brownfield) in India to cater to the demand from India, Middle East and APAC region . Detailed assessment of the mining equipment sector including competitor benchmarking, major imports and exports, details of major customers and an understanding of the regulatory environment. Client's end use target segments included road, aggregates, mining, recycling, iron, steel and foundry

Market Intelligence

- Detailed research on the Indian Construction and Mining Industry, Current market size, regulatory environment, Import/Export Scenario, Major Players, Challenges and emerging Opportunities
- Customer mapping across segments i.e. mine owners, mine contractors, power and steel companies, road contractors, stone crusher units & equipment rental companies
- In-depth interviews with key stakeholders in various mining companies

Outcome

- Qualified shortlist of 260 companies from the focus segments
- Initial contact was established to understand their usage of crushing and screening plants
- Shortlist and an in-depth analysis of six Indian companies who can be potential acquisition targets for the client and provide an established manufacturing set up base in India